

Security Management

Index By Topic October 1978-December 1979

Key: Article Title ... Year Month Page

Access Control

- (See also Alarm Systems, Physical Security)
- Delco-Remy Adopts Card ID's 79 Ja 38
- Improving Entrance Security Without Chains 79 Je 60
- Losing Keys ... And Loving It 79 Ag 14

Administration

- Security Activity Reports—Indexes to Performance 79 O 74

Airport Security

- Airport Security Takes Coordination 79 S 42
- Corporate Aviation Security ... 78 O 48
- Perceptual Training Sharpens Baggage Inspection Skills 79 S 30
- Thwarting Threats To Corporate Aircraft 79 S 61

Alarms

(See also Access Control, Surveys)

- Moves To Deregulate Telecommunications: How Will Alarm Service Be Affected? 79 D 6
- Transmitting The Alarm Signal, Part I 79 D 70
- 25 Ways To "Cry Wolf" 79 D 12

Alarm Systems

- Alarm Line Supervision—The Weak Link 79 JI 40
- An Alarm That Barks 79 Ag 37
- Cable Security: An Option For The Future 79 D 36
- A Look At Proprietary Alarm Systems 79 D 32
- Make Sure The "Pound Of Cure" Works 79 S 110
- Security Communications: What Fiberoptics Has To Offer ... 79 Ap 18

Arson

- Arson—A National Crisis ... 79 Ag 64
- Study Examines What Makes Arsonists Tick 79 S 84
- USFA To Expand National Attack On Arson 79 S 89

ASIS

- (See also Certification)
- A Growing Society For A Growing Profession 79 S 164
- ASIS Security Institute Expands Course Offerings 79 Ap 22
- Our Exhibit History 79 Ag 49
- Our 25th—A Smashing Success! 79 N 24
- Statement Of The ASIS Concerning The Amendment To The National Security Act 79 D 54
- Statement Of The ASIS Concerning The Federal Computer Systems Protection Act 79 N 47

Bank Security

- (See also EFTS)
- Banks Are Caught In A Dilemma 78 D 44
- Evaluating Security Protection 78 D 24
- How To Rob Your Own Bank 78 D 42
- Is Your Bank A Soft Target? 78 D 6
- The Past + The Present = A Questionable Future 79 Ag 78
- What Does Management Expect? 79 Ag 82

Behavior

- "It's Owed To Me" 79 Ja 26
- Motivating The Other 99% ... 79 My 52
- Motivations Lurking Behind White Collar Fraud 78 D 28
- Posions And Negions Battle For Your Mind 79 Mr 50
- Stress Is The #1 Killer 79 My 26

Building Security

- (See also Physical Security)
- Security Guards The Queen ... 79 Ag 6

Business

- The Non-Existent Asset Adds Up To \$8 Billion 79 F 30

Cable Alarm Systems

- Cable Security: An Option For The Future 79 D 36

Canine

- An Alarm That Barks 79 Ag 37

Cargo Security

- Faulty Measuring Devices Cause Unnecessary Losses 79 Ag 17

CCTV

- A Glossary Of Video Terms 79 S 132

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Certification

- CPP—One Year Later 78 O 24
Professional Methods Yield
Professional Results 79 S 141

Classification

- Defense Contractors Review
EO 12065 79 JI 11
Greater Openness Through Classification
Reform 78 O 22
Highlights To Look For In
EO 12065 79 JI 6

Classified Information

(See also Classification)

- How To Keep A Trade Secret
Secret 79 JI 34

Communication

(See also Management)

- How To Communicate Your Views On
Legislation 79 O 76
A Look At Developments In Wireless
Communication 79 Ap 26
Security Communications—What
Fiber optics Has To Offer .. 79 Ap 18

Compensation

- Compensation Surveys Give First Look
At Security Salaries 78 O 42

Computer Security

(See also EFTS)

- The Advantages Of EFTS—For The
Criminal 78 N 36
Computer Data Security: Reprogram
The Emphasis 78 D 10
Computer Protection, Bill Draws
Debate 79 Ap 38
Grappling With Computer Security In
The 1980's 79 Ap 42
A New Era—For Technology And For
Crime 79 N 18
Seven Fallacies Confuse Computer Fire
Safety 79 Ag 60
Statement Concerning The Federal
Computer Systems Act of
1977 78 N 24
Statement Of The ASIS Concerning The
Federal Computer Systems
Protection Act 79 N 47

Construction Site Security

- Average Contractor Loss Tops
\$10,000 79 N 42
Contractors Unite To Cut
Losses 79 Je 56
Equipment Dealers Tired Of
Thefts 79 S 122

Consultants

- Choosing A Questioned Document
Examiner 79 N 72

Contract Guard Forces

- Choosing Contract Or Proprietary
Security 79 O 26
Getting Off On The Right Foot With
Contract Guard Services 78 N 14
Which Guard Service To Use? It's
Simple Arithmetic 78 N 18

Costs

- Theft Of Energy Costs More Than
Ever 79 F 17

Crime

- Crimes Against Business: Hard Facts Are
Hard To Find 79 D 18
False Billing Schemes Tap Your
Conscience 79 Je 36
Prosecution Down, Shoplifting Cases
Rise 79 S 36
Study Examines What Makes Arsonists
Tick 79 S 84

Crime Prevention

- An Ounce Of Prevention 78 D 16
..... 79 Ja 20
..... 79 Ap 60
..... 79 Ag 22
..... 79 S 82
..... 79 O 40
Operation EYES 78 N 54

Customs

- Customs Clearance For The Commercial
Traveler 79 S 49

DoD

- Basics About DISP 79 S 134
Questions And Answers On The
Defense Industrial Security
Program 79 F 33

Document Exams

- Choosing A Questioned Document
Examiner 79 N 72
Tips For Investigators Needing
Document Examinations 79 O 69

Drug Abuse

- Drug Trafficking Bill 78 D 46
Even The NFL Needs
Protecting 78 N 6
Narcotics And Theft Control Programs
For The Drilling
Industry 79 F 46

Eavesdropping

- The Question Of
Eavesdropping 79 JI 60

Education

(See also Training)

- ASIS Security Institute Expands Course
Offerings 79 Ap 22
Has The Time Come For Baccalaureate
Degrees In Security? 79 Mr 20
Security Education In
Transition 79 Ja 32
University Without Walls 79 My 34

Educational Institutions

- Education Or Preservation? 79 Ja 6
Education Or Preservation? The
Educator's View 79 F 36
School System Cuts Its Losses—
Drastically 78 N 52

EFTS

(See also Computer Security)

The Advantages Of EFTS—For The

- Criminal 78 N 36

Emergency Planning

CPR Is Good For

- Business 79 Ja 13
Planning Put To The
Test 79 Je 21
Taking A New Tack On Civil
Defense 78 N 32
Training For Facility Self-
Protection 79 Mr 33
Will Your Security Plan Be Left
Powerless? 79 F 12

Employee Relations

(See also Personnel)

- Give Your People The Opportunity
To Fail 79 My 20
How One Company Fought A 400%
Attrition Rate 79 S 96

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Motivating The Other 99% ... 79 My 52

Employee Screening

Placing Employees For Best
Results ... 79 Mr 6

Employee Theft

(See also Internal Control, Loss
Prevention)
"It's Owed To Me" ... 79 Ja 26
Narcotics & Theft Control Program
For The Drilling Industry ... 79 F 46
Recognizing The Employee
Thief ... 79 Ag 53

Encryption

Data Encryption Standard ... 79 Ja 22

Energy Security

(See also Public Utilities Security)
The Crooked Hole and Me ... 79 F 6
Narcotics & Theft Control Program For
The Drilling Industry ... 79 F 46
Security Enters Nuclear Age ... 79 F 24
Theft of Energy Costs More Than
Ever ... 79 F 17
Will Your Security Plan Be Left
Powerless? ... 79 F 12

Enforcement

(See Law Enforcement)

Equipment Protection

(See Construction Site Security)

Espionage

The Question of
Eavesdropping ... 79 JI 60
Useful Intelligence Can Be Collected
From Many Sources ... 79 S 12

Ethics

Honesty, Freedom & Business
Ethics ... 79 S 53

Executive Protection

(See also Terrorism)
Buying An Executive Car In
1980 ... 79 S 136
Determining Your Need For An
Armored Vehicle, Pt. III ... 78 O 34
The Kidnap Defence ... 79 S 167
Security The Stockholders'
Meeting ... 79 S 119
Three Aids Assist In Surviving
Ambushes ... 79 Ap 30

Explosives

Conflict Arises Over Tagging
Program ... 79 S 148

FBI

Banks Are Caught In A
Dilemma ... 78 D 44
New Decisions Alter FBI's Traditional
Role ... 79 N 12

Fire Prevention

(See also Building Security, Museum
Security, Arson)
Arson—A National Crisis ... 79 Ag 64

Never Again! One Records Fire Is
Too Many ... 79 N 39
Seven Fallacies Confuse Computer
Fire Safety ... 79 Ag 60

Football

(See Public Facilities)

Foreign Security

(See International Security)

Foreign Travel

Customs Clearance For The Commercial
Traveler ... 79 S 49

Fraud

False Billing Schemes Tap Your
Conscience ... 79 Je 36
Faulty Measuring Devices Cause
Unnecessary Losses ... 79 Ag 17
The Motivations Lurking Behind
White Collar Fraud ... 79 D 28
NC Law Combats Credit Card
Frauds ... 79 N 81

Government

(See also Dod)
Defense Contractors Review
EQ 12065 ... 79 JI 11
Highlights To Look For In
EQ 12065 ... 79 JI 6
Overview of State Security
Relations ... 79 JI 52
Spaceport Security—Sentinel Of The
Future ... 79 S 6

Taking A New Tack On Civil
Defense ... 78 N 32

Guards

(See also Contract Guard Forces,
Training)
Big A Versus Little P ... 79 Je 48
Cutting Hospital Losses ... 79 Ja 14
Demand For Good Guards Outstrips
Availability ... 79 Mr 42
How One Company Fought A 400%
Attrition Rate ... 79 S 96
You Can Motivate Your Nighttime
Guards ... 78 D 32

Guard Dogs

(See Canine)

Health Care Facilities

Cutting Hospital Losses ... 79 Ja 14

Hospital Security

(See Health Care Facilities)

Hostages

(See Terrorism)

Hotel Security

Good Hotel Security Requires
Homework ... 78 D 18
Hotel & Motel Security, Lecture Series
Outline ... 78 D 14
Losing Keys ...
And Loving It ... 79 Ag 14
Assuring A Good Night's
Sleep ... 79 Mr 27



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Security Guards The Queen ... 79 Ag 6

Identification

Average Contractor Losses Top
\$10,000 ... 79 N 42

Information Security

Data Encryption Standard ... 79 Ja 22
How To Keep A Trade Secret
Secret ... 79 JI 34
Never Again! One Records Fire Is
Too Many ... 79 N 39
Protecting Personal Information: Two
Aspects of Privacy Issue ... 79 JI 24
The Right To Privacy
& FOIA ... 78 O 40

Intelligence

(See Espionage)

Internal Control

(See also Employee Theft)

Non-Existent Asset Adds Up To
\$8 Billion ... 79 F 30
Retail Security Tackles The Internal
Threat ... 78 O 14

International Security

British Federation Combats Upsurge
In Metals Losses ... 79 Ap 52
South Africans Strive To Spread
Security Professionalism ... 78 N 38
Terrorism In Italy: A New
Dimension ... 78 N 42
Useful Intelligence Can Be Collected
From Many Sources ... 79 S 12

Interrogation

(See also Interviewing)

A Game Plan For Winning
Interrogations ... 79 Ap 34

Interviewing

Exit Interviews As A Loss Prevention
Technique ... 79 My 36
How Biased Is An
Interviewer? ... 78 O 6
Interviews Do Not Always Lead To
The Truth ... 79 N 55

Intrusion Detection

Developments In Perimeter Surveillance
And Intrusion Detection ... 78 O 10

Investigations

(See also Surveillance, Interrogation)

Explosive Tagging Promises
Breakthrough ... 79 JI 56
Investigations As Tools Of
Management ... 79 Je 68
1-2-3 Of Investigations ... 79 O 49
Tips For Investigators Needing
Document Examinations ... 79 O 69

Judicial Decisions

Awareness of Privacy Rules Is Crucial
For Security Pros ... 79 Mr 14
Judicial Review (Legal
Reporter) ... 79 Ja 54
Loss Prevention For The Loss
Preventors ... 79 Mr 22

Kidnapping

(See Executive Protection)

Laws

Awareness of Privacy Rules Is Crucial
For Security Pros ... 79 Mr 14
Loss Prevention For The Loss
Preventors ... 79 Mr 22
NC Law Combats Credit Card
Frauds ... 79 N 81
RICO Statute Proves A Powerful
Tool ... 79 F 21
You Can Live With Privacy
Laws ... 79 JI 45

LEAA

Learning Laundering, Fencing And
Other Organized Crime
Techniques ... 79 S 94

Lecture Series Outline

Hotel & Motel Security ... 78 D 14
Private Security ... 78 O 51
White Collar Crime ... 79 My 38

Legal Reporter

(see Legislation, Judicial Decisions,
and specific topics)

Legislation

Computer Protection Bill Draws
Debate ... 79 S 38
Doing Something About America's
"Zero Security Society" ... 79 My 56
Drug Trafficking Bill ... 78 D 46
How To Communicate Your Views On
Legislation ... 79 O 76
Legislation (Legal Reporter) ... 79 F 66
Legislative Review ... 79 Ja 53
Moves To Deregulate
Telecommunications: How Will Alarm
Service Be Affected? ... 79 D 6
A New Era—For Technology And For
Crime ... 79 N 18
Privacy Legislation ... 78 D 46
Public Official Integrity Act ... 78 N 62
Statement of ASIS Concerning
Amendment To Nat'l Security
Act of 1947 (H.R. 1837) ... 79 D 54
Statement of ASIS Concerning Federal
Computer Systems Act of
1977 ... 78 N 24
Writing Their Own Laws: PA's New
Milestone ... 79 N 32

Lighting

Save On Lighting Without Sacrificing
Security ... 79 S 127

Locks

Key Collar Cuts Car Theft ... 79 Ja 18

Loss Prevention

(See also Crime Prevention)

British Federation Combats Upsurge In
Metals Losses ... 79 Ap 52
Contractors Unite To Cut
Loss ... 79 Je 56

Exit Interviews As A Loss Prevention

Technique ... 79 My 36
Precious Metals Need
Protection ... 79 S 18
Translating Security Into Business
Terminology ... 79 Je 30
The World of Loss Prevention ... 79 Ap 6

Management

(See also Personal Planning)

Give Your People The Opportunity
To Fail ... 79 My 20
Give Your People The Opportunity To
Fail: A Reply ... 79 S 114
How To Handle Subordinates'
Protests ... 79 Ag 67
Investigations As Tools Of
Management ... 79 Je 68
"Know Your Onions" ... 79 My 42
Management! ... 79 F 70
... 79 Mr 47
... 79 Ap 23
... 79 My 14
... 79 Je 18
... 79 N 78
... 79 D 14
Motivating The Other 99% ... 79 My 52
Polygraph Usage Among Major US
Corporations ... 79 JI 27
Security Activity Reports—Indexes To
Performance ... 79 O 74
Take The Time To Think ... 79 O 12
Translating Security Into Business
Terminology ... 79 Je 30
What Does Management
Expect? ... 79 Ag 82
What Is A Security Manager? ... 79 My 6
A Woman's View From The
Top ... 79 My 18

Medic Alert

This Could Save Your Life ... 79 N 75

Metal Detectors

(see Airport Security)

Metals

British Federation Combats Upsurge In
Metals Losses ... 79 Ap 52
Precious Metals Need
Protection ... 79 S 18

Motivation

(See Behavior)

Museum

Big A Versus Little P ... 79 Je 48
Experts Probe Solution To Art
Theft ... 79 O 52
You Can Motivate Your Nighttime
Guards ... 78 D 32

Narcotics

(See Drug Abuse)

National Security

(See also Dod, Government)
Useful Intelligence Can Be Collected
From Many Sources ... 79 S 12

- Nuclear Power Plants**
Security Enters The Nuclear Age 79 F 24
- Olympics**
Pre-Game Planning 79 O 17
- Organized Crime**
Learning Laundering, Fencing And Other Organized Crime Techniques 79 S 94
The RICO Statute Proves A Powerful Tool 79 F 21
- OSHA**
(See Safety)
- Parking Lot**
Assuring A Perpetual Holiday 79 O 42
Key Collar Cuts Car Theft 79 Ja 18
- Perimeter Protection**
(See also Access Control)
Developments in Perimeter Surveillance And Intrusion Detection 78 O 10
Spaceport Security—Sentinel Of The Future 79 S 6
- Personal Planning**
How To Get The Job Offer 79 S 157
Prepare For The Unexpected—At Home Too 79 My 22
Tax Clinic 79 Ja 48
..... 79 F 44
..... 79 Mr 48
- Personnel**
Demand For Good Guards Outstrips Availability 79 Mr 42
Exit Interviews As A Loss Prevention Technique 79 My 36
How To Handle Subordinates' Protests 79 Ag 67
Placing Employees For Best Results 79 Mr 6
Polygraph Usage Among Major US Corporations 79 JI 27
- Physical Security**
(See also Access Control, Alarm Systems, Building Security, Plant Protection)
Improving Entrance Security Without Chains 79 Je 60
A Low Profile Jail 79 Je 46
Operation EYES 78 N 54
Securing The Stockholder's Meeting 79 S 119
Thwarting Threats To Corporate Aircraft 79 S 61
- Planning**
(See also Emergency Planning, Management)
Pre-Game Planning 79 O 17
Take The Time To Think 79 O 12
- Plant Protection**
Creating A "Climate For Honesty" 79 Je 6
Policy Generates Procedures 79 Ag 27
- Preserving a Tradition 79 Ag 56
Training For Facility Self-Protection 79 Mr 33
- Polygraph**
Polygraph Is Plagued By Misconceptions 79 Ag 24
Polygraph Usage Among Major US Corporations 79 JI 27
- Prisons**
A Low Profile Jail 79 Je 46
- Privacy**
(see also Legislation)
Awareness of Private Rules Is Crucial For Security Pros 79 Mr 14
Doing Something About America's "Zero Security Society" 79 My 56
Privacy Legislation 78 D 46
Protecting Personnel Information: Two Aspects Of The Privacy Issue 79 JI 24
The Question Of Eavesdropping 79 JI 60
The Right To Privacy and Freedom Of Information: An Analysis 78 O 40
You Can Live With The Privacy Laws 79 JI 45
- Private Police**
(see Guards)
- Private Security**
(see Lecture Series Outline)
- Professionalism**
CPP—One Year Later 78 O 24
South Africans Strive To Spread Security Professionalism 78 N 38
Why Do We Continue This Cloak Of Mediocrity? 79 Ag 50
- Psychology**
(see Behavior)
- Public Facilities**
Assuring A Perpetual Holiday 79 O 42
Even The NFL Needs Protecting 78 N 6
Maintaining The Integrity Of Racing 79 O 57
Pre-Game Planning 79 O 17
Security Guards The Queen 79 Ag 6
Spaceport Security—Sentinel Of The Future 79 S 6
Stadium Security Doesn't Clown Around 79 O 6
- Public Schools**
(see Educational Institutions)
- Public Utilities**
(see also Energy, Nuclear Power Plants)
Preparing For New Security Rules For LNG Facilities 79 S 70
- Reference Checks**
(see Personnel)
- Regulation**
FCC Regulations Affect Security Communications 79 JI 17
"Greater Openness Through Classification Reform" 78 O 22
Moves To Deregulate Telecommunications How Will Alarm Services Be Affected? 79 D 6
Overview of State Security Regulations 79 JI 52
Preparing For New Security Rules For LNG Facilities 79 S 70
- Reports**
Security Activity Reports—Indexes To Performance 79 O 74
- Research**
(see also Surveys, Compensation)
Crimes Against Business: Hard Facts Are Hard To Find 79 D 18
Study Examines What Makes Arsonists Tick 79 S 84
- Residential Security**
(see Crime Prevention, Executive Protection)
- Retail Security**
(see also Shoplifting)
Creating A "Climate For Honesty" 79 Je 6
Protecting Showcases 79 N 62
Retail Security Tackles The Internal Threat 78 O 14
The World Of Les Prevent 79 Ap 6
- Risk Management**
Translating Security Into Business Terminology 79 Je 30
- Safes**
How Secure Is Your Safe? What To Look For 79 D 50
- Safety**
(See also Building Security, Emergency Planning)
Safety And Security Must Go Hand-In-Hand 78 N 21
- Self Regulation**
Writing Their Own Laws: Pennsylvania's New Milestone 79 N 32
- Shoplifting**
(See also Retail Security)
Holidays Are Happy Times For Cons 78 N 46
Ode To A Shoplifter At Xmas 79 N 44
Prosecution Down, Shoplifting Cases Rise 79 S 36
- Surveillance**
(See also Investigations)
The Question Of Eavesdropping 79 JI 60

Tactical Planning: Security
Surveillances 78 O 30

Surveys

(see also Compensation)
Make Sure The "Pound Of Cure"
Works 79 S 110
Prosecution Down, Shoplifting
Cases Rise 79 S 36

Technology

(see Communications)

Terrorism

(See also Executive Protection)
Explosives Tagging Promises
Breakthrough 79 JI 56
Hostage Survival—A Firsthand
Look 79 N 6
Terrorism In Italy
A New Dimension 78 N 42

Testing

Placing Employees For Best
Results 79 Mr 6

Theft

(See also Cargo Security, Educational
Institutions, Employee Theft,
Information Security, Retail Security,
White Collar Crime)
Average Contractor Losses Top
\$10,000 79 N 42
The Crooked Hole And Me 79 F 6
Equipment Dealers Tired Of
Thefts 79 S 122
Experts Probe Solution To Art
Theft 79 O 25
Theft Of Energy Costs More Than
Ever 79 F 17

Training

(See also Education)
CPR Is Good For
Business 79 Ja 13
How To Rob Your Own
Bank 78 D 42
Perceptual Training Sharpens Baggage
Inspection Skills 79 S 30
Training For Facility
Self-Protection 79 Mr 33
The World Of Les Prevent 79 Ap 6

Transportation

(See also Airport Security)
British Federation Combats Upsurge In
Metals Losses 79 Ap 52
Buying An Executive Car In
1980 79 S 136
Corporate Aviation Security 78 O 48
Spaceport Security—Sentinel Of The
Future 79 S 6
Thwarting Threats To Corporate
Aircraft 79 S 61

Vandalism

(See Educational Institutions)

Vehicle Security

Key Collar Cuts Car Theft 79 Ja 18

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
Crime Insurance *continued from page 4*

panies. As a result, they are often called upon to advise companies on the handling of risk. In small companies without a risk manager or a security director, Marsh & McLennan will work with top executives involved in insurance buying to help them devise security procedures to meet an established need. A security consultant on the staff can recommend hardware and security techniques which may have been overlooked. In some cases, the cost of installing additional security must be weighed against the cost of buying insurance. The decision is often based on the management's attitude toward risk.

Many companies come to a broker with a preconceived notion of what they want in the way of insurance. But the broker's risk assessment may show that the program is financially unrealistic, is above the actual level of risk involved, or is insufficient to the company's needs. Haacke

says: "From our point of view, we assume the big banks know how to protect their assets. I doubt that I could tell them anything. It's in the smaller companies that we tend to be used more in loss prevention."

In their dealings with companies of all types, these advisers agree that insurance is no replacement for a good security program based in the continuous education of all employees. Michael J. McAteer, Assistant Vice President, Marsh & McLennan, concludes, "Insurance should never be the first line of defense against losses. Security has to be."

In Part Two of this article, the relationship between security and insurance will be discussed further. In addition, actual Blanket Bond and Extortion policies will be examined along with rating procedures and levels of coverage. 

Visitor Controls

(See also Access Control)
Assuring A Perpetual Holiday 79 O 42
Pre-Game Planning 79 O 17
Spaceport Security—Sentinel Of The
Future 79 S 6
Stadium Security Doesn't Clown
Around 79 O 6

White Collar Crime

(See also Computer Security, EFTS,
Employee Theft, Fraud)
"It's Owed To Me" 79 Ja 26
The Motivations Lurking Behind
White Collar Fraud 78 D 28
White Collar Crime (Lecture Series
Outline) 79 My 38

